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graph TD; S1[TRAVEL TO CUSTOMER SITE AND/OR INITIATE TELEPHONE SALES CALL] --> S2[PREPARE AND SHOW INITIAL SALES MATERIALS]; S2 --> S3[SALES REP GATHERS MATERIALS FROM CORPORATE WEB SITES AND EMAILS MATERIALS TO CUSTOMER]; S3 --> S4[MULTIPLE CUSTOMER CALLBACKS BY SALES REP]; S4 --> S5[DEFER MORE COSTLY SALES MATERIALS (CUSTOMIZED DEMO, REFERENCES, ETC.) FOR LATER IN SALES CYCLE]; S5 --> S6[ASCERTAIN LIKELIHOOD OF CLOSING THE SALE AND ENGAGE TECHNICAL PRE-SALES PERSON TO PREPARE THE MORE COSTLY SALES MATERIALS IF LIKELIHOOD IS PERCEIVED TO BE HIGH]; S6 --> S7[PRESENT THE MORE COSTLY SALES MATERIALS IN SUBSEQUENT CONTACT WITH POTENTIAL CUSTOMER];
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TRAVEL TO CUSTOMER SITE AND/OR INITIATE TELEPHONE SALES CALL S1

PREPARE AND SHOW INITIAL SALES MATERIALS S2

SALES REP GATHERS MATERIALS FROM CORPORATE WEB SITES AND EMAILS MATERIALS TO CUSTOMER S3

MULTIPLE CUSTOMER CALLBACKS BY SALES REP S4

DEFER MORE COSTLY SALES MATERIALS (CUSTOMIZED DEMO, REFERENCES, ETC.) FOR LATER IN SALES CYCLE S5

ASCERTAIN LIKELIHOOD OF CLOSING THE SALE AND ENGAGE TECHNICAL PRE-SALES PERSON TO PREPARE THE MORE COSTLY SALES MATERIALS IF LIKELIHOOD IS PERCEIVED TO BE HIGH S6

PRESENT THE MORE COSTLY SALES MATERIALS IN SUBSEQUENT CONTACT WITH POTENTIAL CUSTOMER S7

FIG. 1

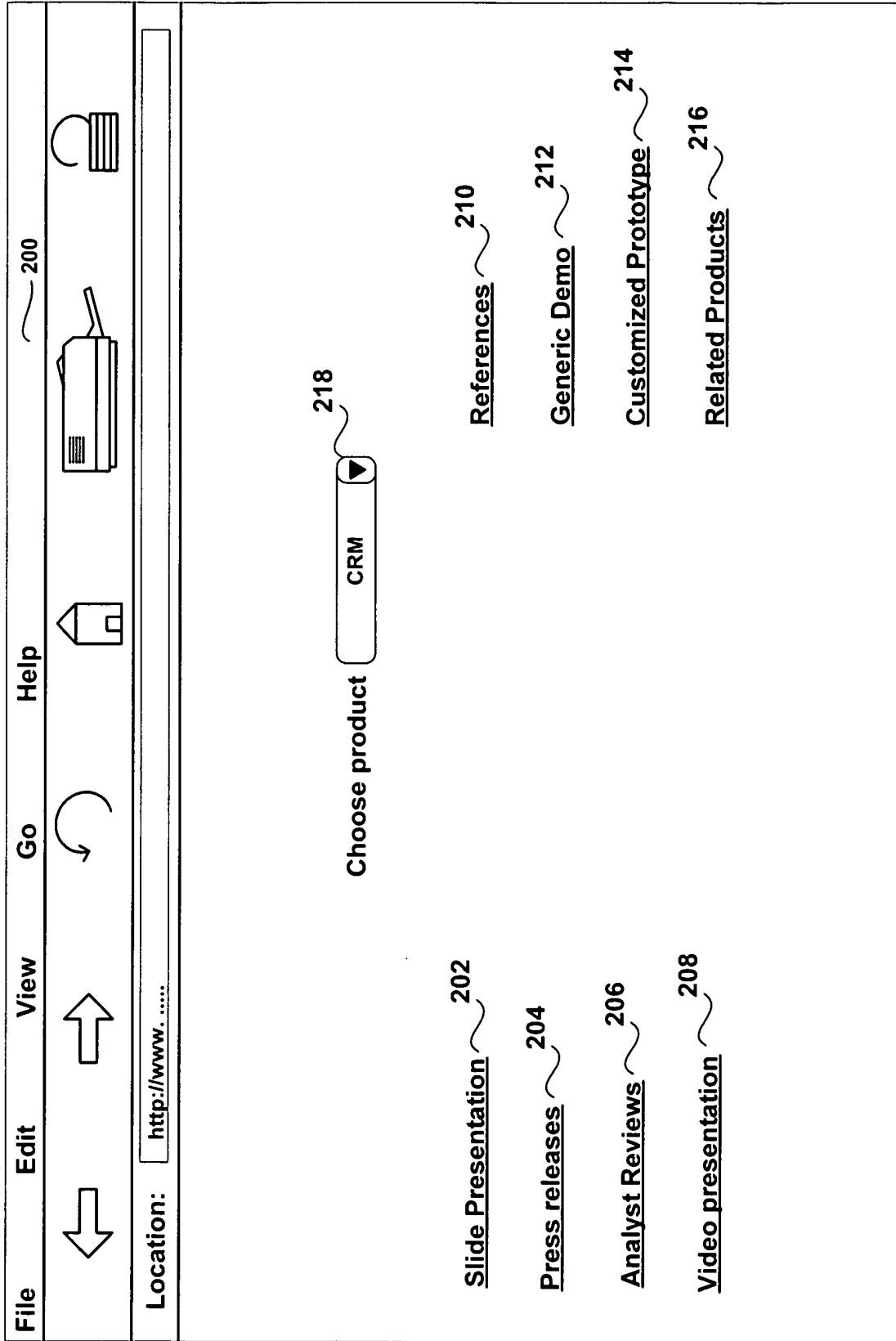
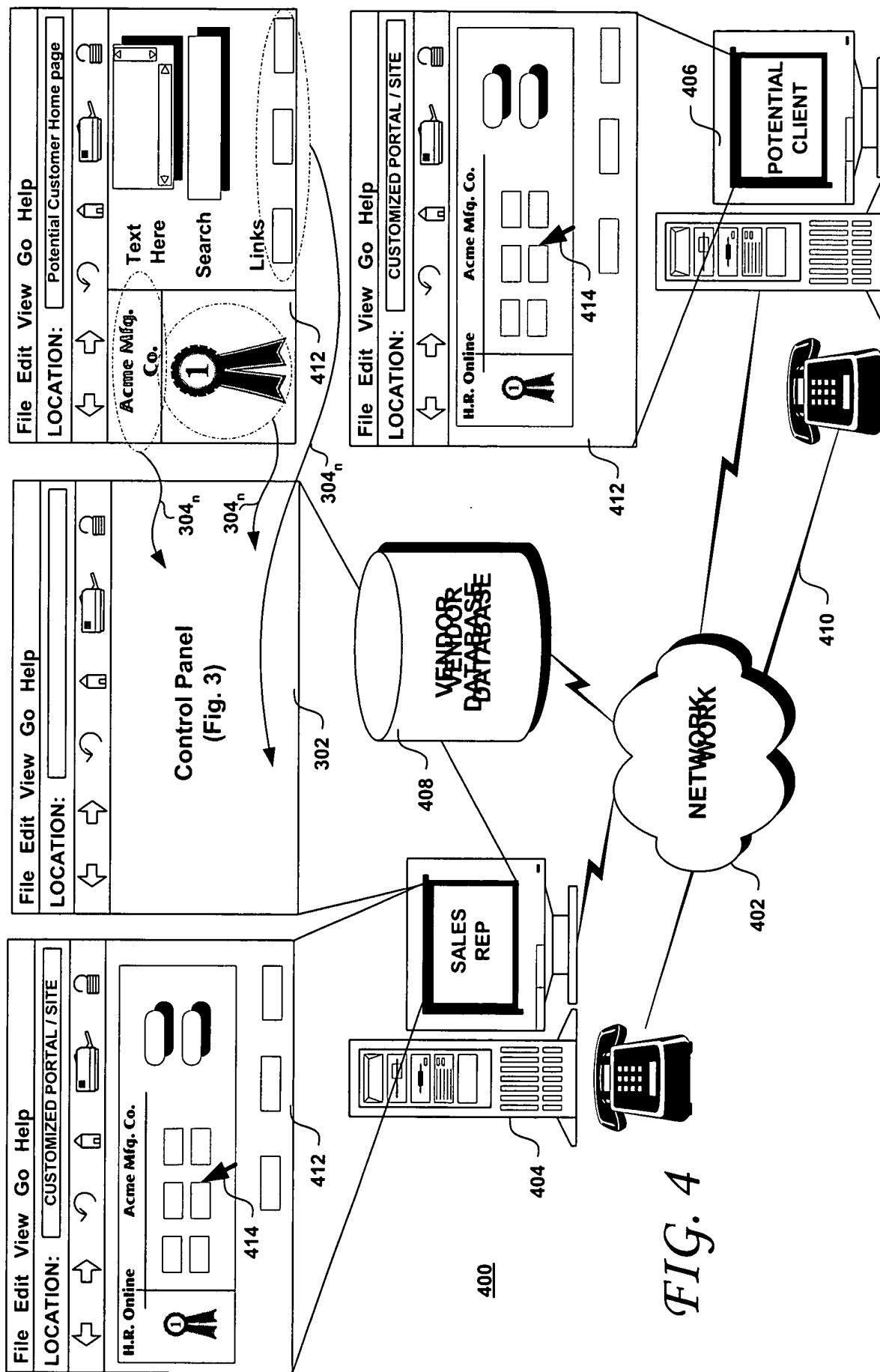


FIG. 2

File	Edit	View	Go	Help
<div>← → ↺ 🏠 🖨️ 🔍</div>				
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Site Logo: <input type="text"/>		304 ₉		
Navigation Bar: <input type="text"/>		304 ₁₀		
304 ₂		305		
Main Banner Background <input type="text"/>		304 ₃		
Sub Banner Background <input type="text"/>		304 ₄		
Header Banner Background <input type="text"/>		304 ₅		
Main Banner Text <input type="text"/>		304 ₆		
Sub Banner Text <input type="text"/>		304 ₇		
Banner Font <input type="text"/>		304 ₈		
302				
306				
Propagate these settings (background image and color schema) to all available folders				
307				
FOLDERS				
CRM				
Human Resources				
<u>Accounts Receivables</u>				
<u>Accounts Payable</u>				

FIG. 3



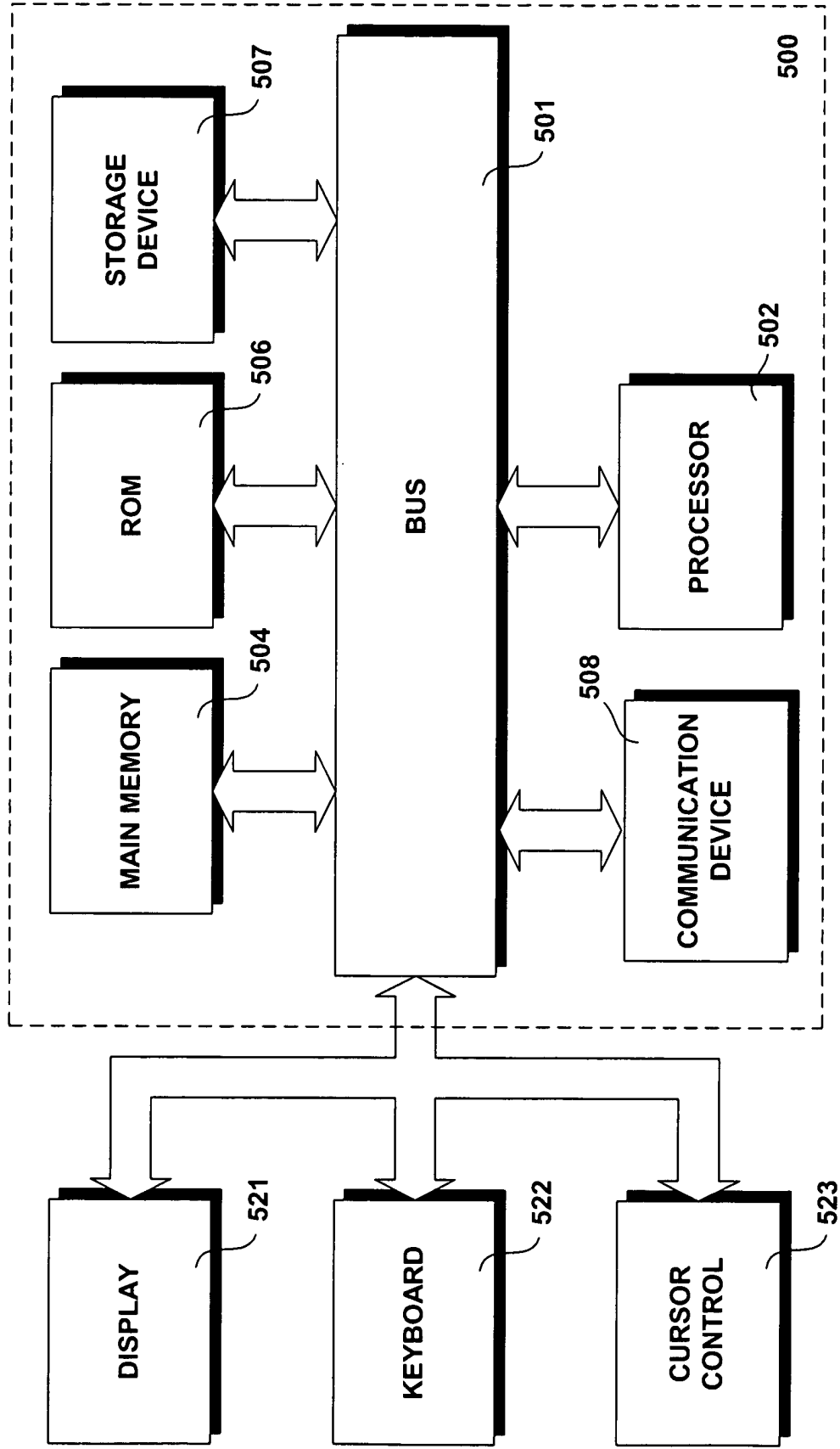


FIG. 5